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Houses Can't Be 'Sold'

Men Do Hunting But Women Have Final Say

MONTREAL (CP)—People either like a house or they don't. You can't "sell" it to them, says a housewife who also sells houses.

Mrs. W. A. Irvin, wife of an advertising executive and mother of a 14-year-old girl, sells land and houses of all types as an agent for a Montreal real estate firm.

Biggest sale—and surprise—of her five-year career was her sale of an aircraft plant.

WHAT PEOPLE WANT

What are people looking for these days in homes?

"A light, bright house is what everyone wants these days."

The bungalow, Mrs. Irvin says, is becoming more popular than the split-level house. "Young couples particularly find a bungalow less expensive to run."

The attached garage is another selling factor "and a few years ago a garage didn't matter at all."

SOME SEE 100

Most people see 12 to 24 houses before they buy. Some see more than 100.

"The more houses a buyer sees, the better he can estimate what he's getting," she said.

"The more a buyer knows about construction of a house, the more satisfaction I get by having his appreciation of a fine house."

DECIDING FACTOR

Women, Mrs. Irvin feels, are the deciding factor in house-hunting even though "some men will do the shopping for a house and then bring the wife along only at the end for the final OK."

A favorite plan for houses these days calls for two storeys containing an L-shaped living-dining room, a kitchen with enough space to hold a dining nook and a television room or den. Upstairs, a large bedroom, another room suitable for two beds and a third smaller room are wanted.

BAD IMPRESSION

She says decoration of an occupied house affects the sale.

"If a house is badly decorated with dark colors, has poor furniture and is untidy, it makes a bad impression on the buyer.

"When I am taking people to see such a house I warn them that they may not like the decor. I tell them to look at the size of the rooms, the possibilities of fresh paint and their furniture.

"But it's difficult for them to imagine it."

Tunnel for Channel?

DOVER, England (AP)—The Salvor III, a tank-landing craft, has put to sea to make more studies for possible digging of a tunnel between England and France.

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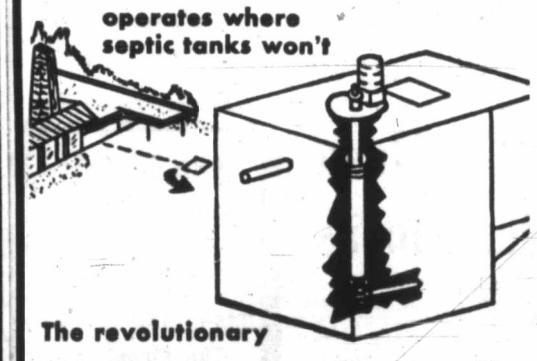
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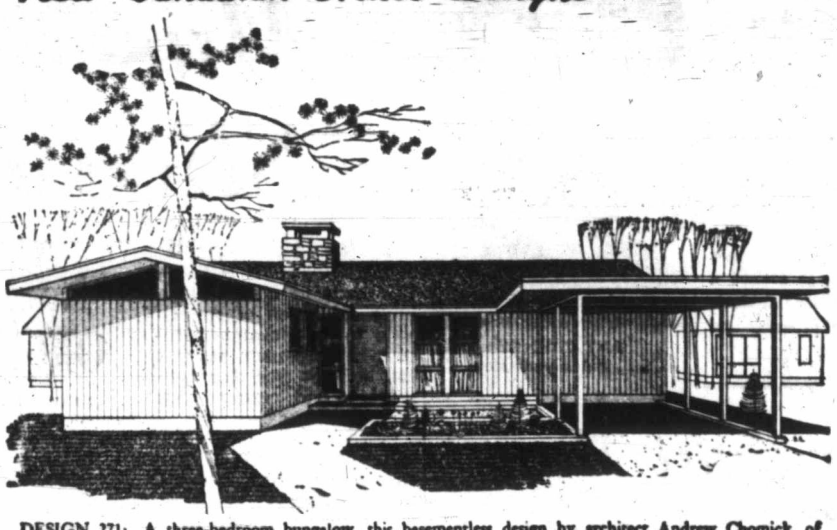
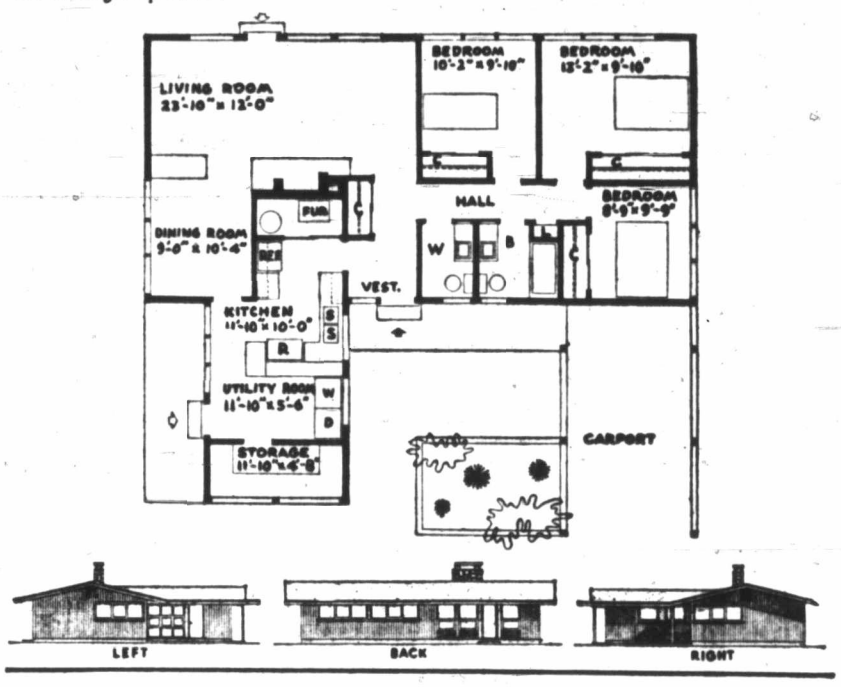


DESIGN 271: A three-bedroom bungalow, this basementless design by architect Andrew Chomick, of North Vancouver, differs from most because it has a separate wing for the kitchen and utility space. The total floor area of the house is 1,363 square feet and the exterior dimensions are 49 feet by 40 feet, eight inches. Working drawings for the plan may be obtained at minimum cost from Central Mortgage and Housing Corporation.



Ease Those Moving Day Ills

Do's and Don'ts To Save Cares

Want to read about an easy, painless way to move into a new home? Then read no further, because this article won't tell you how. It WILL tell you how to make the job less difficult.

Moving involves more than lugging belongings from one place to another. It's a big job, and the better you organize it the less lifting you'll have to do.

As soon as you have a firm date from the contractor as to when he'll be finished with the house, add two or three weeks at least to that date for your "M"—for moving day.

You'll need that time to allow for inevitable things you'll want touched up by contractor or builder and, unless you're on vacation, you'll need at least two weekends to clean the place inside.

Think not? You've never moved into a new house, apparently.

GET ESTIMATES

Call movers, at least two. Get estimates on how much it will cost to move. Make your decision and let the mover you choose know as soon as possible your date to move.

In spring and summer, especially, movers have heavy schedules.

The finest way to move is to let movers move in, hand them a sketched plan of the new house and which rooms of furniture in your present home go where.

Then forget about the job. But we're talking of necessities, not luxuries.

LET MOVERS PACK

Next best way is to plan to have one member of the family on hand when moving crew arrives, to let the men know what to pack. They'll do the job better than ever you can.

Barring that procedure, ask movers for approved containers and instructions in how to pack. Those they'll deliver several days ahead of time. Charge is moderate.

Many movers have printed booklets of instructions, and will give you all the help they can.

You can then pack all china, glass, bric-a-brac, linens, books and household supplies and have them ready.

If you insist on moving light material yourself, pack it securely in boxes easy to lift. Move it a little at a time, before moving day. You're no Hercules.

Under no circumstances move any heavy items. Movers have the know-how. You can wreck an expensive appliance and your insurance may not cover the damage.

Worse, you can injure yourself seriously. The money you save won't go very far toward hospital bills if you smash a foot or develop a hernia.

WHERE TO PUT WHAT

Your mover will tell you what preparations you can make to speed moving. Your biggest contribution on moving day will consist of being on hand at the new house, to tell movers where to put what.

Saves an awful lot of lugging and tugging on your part, too.

Now, let's get back to other things, of which there are many.

Long before your moving day arrives is the time to walk amongst your possessions, with a ruthless eye toward discarding everything that you neither absolutely need nor truly want.

THROW THEM OUT

Junk all old prescriptions and stale patent medicines. Keep live medications and fresh cosmetics only for transfer to the new home.

The old dishes or utensils you haven't used in years set aside for pickup by one of the welfare services. Likewise, oddments of furniture, old, still-wearable garments; everything.

Collect all documents from their various hiding places about the home and store them in fire-resistant containers for transfer to the new house.

Exception: keep all the oddments you've collected in the home shop, including scrap lumber. Those you will need.

CHECK UTILITIES

Give all utilities ample notice of your move, so that phone, light, water and gas services can be terminated at your present residence and started at your new address promptly.

Water and electricity you'll need when cleaning the new house. Be sure that they are operational under a builder's permit, or that they are turned on for you on your first day of clean-up. Be at the house early to admit service men.

FOOD, COFFEE

During your days of clean-up operations, you'll not feel much like trudging out to a restaurant for meals. Pack picnic-type lunches and plenty of coffee.

If you're buying combination screen-storm windows, try to have them installed before you move in. If not, take along at least four folding window screens; it gets mighty hot working in a closed house.

Have basic hand tools, cleaning supplies and plenty of dust and wash rags on hand, plus several sponges and a chamois.

And take it reasonably easy. You can't finish the job in a day. Prepare to enjoy your new home on your feet, not flat on your back.

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